

## Message Text

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ACTION EA-12

INFO OCT-01 EB-08 ISO-00 /021 W

-----117271 242013Z /14

R 240845Z MAR 78

FM AMEMBASSY TAIPEI

TO USDOC WASHDC

INFO SECSTATE WASHDC 6848

UNCLAS TAIPEI 1795

FOR BED/OIM/EA - MURRAY

E.O. 11652: NA

TAGS: BEXP, TW

SUBJECT: CONSTRUCTION USA '78

REF : A) USDOC 04336

A. MR. DRAGON C. L. CHEN, DIRECTOR, MARKETING AND SALES, ANSUN ENGINEERING AND EQUIPMENT CO., LTD., REPRESENTING HINDS INTERNATIONAL, INC., PORTLAND, OR, STATED THAT HE HAS INFORMED PRINCIPAL OF HIS INTEREST IN PARTICIPATION, BUT SO FAR NO REPLY RECEIVED. ACCORDING TO CHEN, HINDS WILL PAY FEE AND SIGN PA IN US TO REPRESENT FOLLOWING FOUR U.S. MANUFACTURERS:

- A. HYDRO-MAC INC.
- B. TENSEN CO.
- C. INTERNATIONAL ENTERPRISES OF AMERICA
- D. GERLINGER INDUSTRIES CORP.

1. MR. CHEN SAID THAT HE HAS HYDRO-MAC MODEL 12C FRONT-END LOADER IN STOCK FOR DISPLAY, BUT HE NEEDS PRINCIPAL TO SHIP BY AIR THE TRACK CHAINS FOR THE LOADER. CHEN ALSO SUGGESTS TO SHIP TENSEN'S BATTER-POWER CHAIN SAW FOR DISPLAY. THE INTERNATIONAL UNCLASSIFIED

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ENTERPRISES OF AMERICAN AND GERLINGER WILL DISPLAY IN GRAPHICS, LITERATURES AND FILMS.

2. REQUEST CONFIRMATION ON HINDS PARTICIPATION IN SUBJECT SHOW. ALSO PLEASE CONTACT MR. WAYMON M. MUELLER, GENERAL SALES MANAGER, HINDS INTERNATIONAL (TEL: 503-234-7411) AND ASK HIM TO RESPOND AGENT'S REQUEST.

B. REFTEL A. MR. HOWARD Z. YU, GENERAL MANAGER,  
TIRCO CHEMICAL ENGINEERING CO., WAS CONTACTED BY  
TC IN EARLY JANUARY RE PARTICIPATION IN SUBJECT EVENT.  
MR. YU DECLINED PARTICIPATION AT THAT TIME BECAUSE  
S.C.M.-GLIDDEN'S SEALANT IS NOT THE RIGHT PRODUCT  
FOR SUBJECT EXHIBITION THEME.

1. TC CONTACTED MR. YU AGAIN RE INFO STATED IN REFTEL.  
MR. YU NOW EXPRESSED INTEREST IN PARTICIPATION IF  
PRINCIPAL WILL BROADEN LINE OF DISPLAY PRODUCTS  
COVERING BUILDING AND CONSTRUCTION SUPPLIES.

2. MR. YU'S OFFICE CABLED MR. DAVE MAURER OF S.C.M.-  
GLIDDEN MARCH 14 REQUESTING DESCRIPTIONS OF DISPLAY  
PRODUCTS, BUT RECEIVED NO REPLY.

3. PLEASE CONTACT MR. MAURER AND REQUEST HIM TO  
RESPOND MR. YU'S CABLE ASAP.  
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## Message Attributes

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**Review Markings:**  
Sheryl P. Walter  
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